

Sales Executive

Objective of Role

In response to a fast-growing demand for online estate agencies, there is an opening in the Doorsteps team.

We are looking for confident, self-motivated people/students who can build rapport quickly on the phone and would enjoy dealing with home-sellers at one of the most exciting stages of their lives.

The overall purpose of the Telesales Executive is to approach/cold-call, as well as warm-call, very targeted customer lists/data we have daily and encourage them to become our customers. Selling our competitive conveyancing services to current Doorstep customers who have finalised the sale of their house.

In a typical day the Telesales Agent for Doorsteps would be making 50+ calls and call-backs with typical conversion targets with very promising commission on each sale. There are small admin bits to handle following this - and lots of products and packages to upsell for greater compensation/remuneration.

Previous experience and skill set in a similar role will be an advantage - in telesales and conveyancing sales position. Full training will be given on our company and products and you'll be joining a fast paced and energetic young team who have already earned a coveted place in the Top 10 Estates on TrustPilot.

Doorsteps.co.uk is a fast-growing start-up so the ideal candidate will be happy in an entrepreneurial environment and have a can do attitude to do the best for our customers and business at all times, with particular resilience and ability to respond to commission based incentives.

Key Responsibilities

- Reporting to the Managing Director you will act as the face of Doorsteps
- Seeking to understand our customers' needs, find solutions and successfully upsell our packages and conveyancing solutions
- Accurate recording of customer interactions
- Working with other departments within Doorsteps

Requirements

- Previous experience in telephone sales/conveyancing sales preferred
- Great phone manner and communication skills

- Excellent eye for detail and accuracy
- Team player and committed to overall company results
- Driven to exceed customer expectations
- Always willing to go the extra mile

Qualifications

Graduate preferred (not necessarily though), alternatively good A-Level standards or equivalent

Company Information

Setup in 2016, Doorsteps is on a mission to change the face of estate agency in the UK. We imagined a world, where you could sell your house for less than a hundred pounds and you wouldn't have to leave your home. We are often asked how we can be so cheap, we respond by asking why is everyone else so expensive? Up to 12 new home sellers choose to sell with Doorsteps every day, a number that is set to grow rapidly in the coming months and years!

Job Type: Full-time

Commission only

OTE - £50,000.00+ /year